



## **TerraEchos, Inc. Closes Additional Seed Investment from True Ventures**

*Company is ramping up Kairos™ solution for cyber-physical security*

Missoula, MT – May 9, 2012 – TerraEchos Inc. announced today that it has closed on additional seed financing from True Ventures, an early-stage venture capital firm. True Ventures focuses on investments in commerce, consumer devices, infrastructure services, media, mobile, and software and services. Earlier this year, TerraEchos raised an initial seed round led by Flywheel Ventures, with participation from strategic investors, including S&K Technologies, a Confederated Salish and Kootenai Tribally-owned company, and GCS Research, a leader in geospatial IT solutions.

The new investment will be used to continue expansion of the company's software development team and to work with key U.S. Government customers to expand the application of TerraEchos' Kairos™ real-time cyber-physical security software solution.

"In life, timing is everything. Whether telling a joke, starting a company or defeating cyber threats against a country's infrastructure or company's assets – timing is the crucial factor. TerraEchos has created the world's leading analytic solution that turns peta-bytes of seemingly unrelated data into precisely the right insight – at precisely the right instant in time," said True Ventures Partner John Burke. "The TerraEchos' Kairos™ solution moves the state-of-the-art from data collection and analysis to real-time comprehension. True Ventures could not be more excited to have partnered with the team at TerraEchos as they overcome some of the most difficult challenges our country has ever seen."

TerraEchos delivers mission-critical, time-critical threat detection, analysis, confirmation and response to protect cyber-physical infrastructure. The Kairos™ solution identifies meaningful packets of information from streaming data, analyzes and correlates them in real time, then provides actionable solutions in time to act. TerraEchos focuses on markets in which customers have a critical need for quick detection and response to potential dangers facing their physical infrastructure or cyber networks. Examples include U.S. defense and intelligence networks, energy smart grids, nuclear facilities, pipeline networks, and other cyber-physical infrastructure.

"We are excited to have True Ventures on our team as we ramp up to meet growing U.S. Government interest, especially in the Intelligence Community and Department of Defense," said President and COO, Bill Hartman. "We continue to demonstrate and expand Kairos™ capability to provide detection, analysis, and



response to mission critical threat and security applications--to match data insight to mission timeliness as never before."

In one U.S. government application, the Kairos™ system can be deployed to detect and analyze massive amounts of acoustic-based data to detect potential threats in real time. This system processes over 300 megabits of telemetry data per second, spanning over 1,000 separate Intelligence, Surveillance, Reconnaissance (ISR) channels to provide target classification and location every 1/14 of a second.

Prior to investments from Flywheel Ventures and True Ventures, TerraEchos received grants from the State of Montana Big Sky Trust Fund to support work force expansion, and has benefited from previous state and federal funding initiatives and programs.

### **About TerraEchos, Inc.**

TerraEchos, Inc. delivers mission-critical, time-critical threat detection, analysis, confirmation and response. TerraEchos provides analytic solutions that turn streams of seemingly unrelated data into precisely the right insight at exactly the right time. TerraEchos' Kairos™ appliance and software simultaneously combine and analyze massive amounts of live, structured and unstructured data from the cyber and physical worlds—to achieve the fastest possible response. For more information on TerraEchos please visit [www.terraechos.com](http://www.terraechos.com).

### **About True Ventures**

Founded in 2006, True Ventures is a Silicon Valley-based venture capital firm that invests in early-stage, high-tech startups. With three funds and over \$590 million in capital under management, True provides seed and Series A funding to the highest-potential companies. True supports each founder's unique vision, as well as the employees, families and communities who help build it. Committed to its mission to make the world a better place for entrepreneurs, True maintains a strong founder community and offers innovative educational opportunities to its portfolio companies, helping entrepreneurs build the strongest teams and best businesses possible. With more than 100 companies funded, multiple portfolio companies acquired and over 1,900 jobs created, True helps the most promising people meet their potential. To learn more about True Ventures, visit [www.trueventures.com](http://www.trueventures.com).

### **About Flywheel Ventures**

Flywheel Ventures is a venture capital firm that invests in seed-stage and early-stage companies with solutions that address key global challenges in information technology and urban systems. For more information on Flywheel Ventures please visit [www.flywheelventures.com](http://www.flywheelventures.com).



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